

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-05 L-03 NSC-05 EB-07 COME-00  
TRSE-00 CIAE-00 INR-07 NSAE-00 AID-05 DODE-00  
/043 W

-----127484 201726Z /53

R 201035Z JUL 77  
FM AMEMBASSY ABU DHABI  
TO SECSTATE WASHDC 6410

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E.O. 11652: N/A  
TAGS: MASS, TC  
SUBJ: M16A1 RIFLES FOR UAE DF

REF: ABU DHABI 889

1. COLT REP ROY INFORMED DCM JULY 19 THAT COLT HAD CONCLUDED AGENCY AGREEMENT IN ABU DHABI WITH MUHAMMAD BIN DESMAL, WHOM ROY DESCRIBED AS FORMER PALACE PROTOCOL OFFICIAL. BIN DESMAL HAD IN TURN INTRODUCED ROY TO DEPUTY PRIME MINISTER SHAIKH HAMDAN BIN MUHAMMAD AL NUHAYYAN WHO, ROY SAID, HAD EXPRESSED INTEREST IN PROPOSED PURCHASE OF M16A1 RIFLES FOR UAE DF. INDICATING HIS CONVICTION THAT COLT INTERESTS IN THIS SALE WERE NOW IN GOOD HANDS, ROY SAID HE DID NOT INTEND ESTABLISH CONTACT WITH EITHER MINDEF SHAIKH MUHAMMAD OR WITH UAE DF COS GENERAL KHALDI DURING CURRENT VISIT TO UAE. ROY CHECKED OUT OF HOTEL SAME DAY ANBHAS NOW PRESUMABLY DEPARTED UAE.

2. DURING PREVIOUSLY SCHEDULED CALL ON GENERAL KHALDI JULY 20 I REPEATED TO HIM WHAT ROY HAD TOLD US ABOUT ENGAGING BIN DESMAL TO ACT AS COLT AGENT IN ABU DHABI IN CONNECTION WITH THIS SALE. I STRESSED TO KHALDI THAT IN BRINGING LOCAL AGENT (AS WELL AS SHAIKH HAMDAN) INTO PICTURE, COLT REP HAD ACTED WITHOUT PRIOR CONSULTATION WITH  
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EMBASSY AND INDEED CONTRARY TO ADVICE WHICH EMBASSY HAD EARLIER GIVEN COLT REPS NOT TO WORK THROUGH AGENTS BUT TO DEAL DIRECTLY WITH MINDEF AND WITH KHALDI'S STAFF.

3. KHALDI EXPRESSED APPRECIATION FOR EMBASSY'S PREFERENCE TO KEEP LOCAL AGENTS OUT OF PICTURE, ADDING THAT HIS OWN POLICY WAS TO HAVE AN EMBASSY OFFICER

PRESENT DURING ALL DEALINGS WITH COLT ON PROPOSED SALE. KHALDI REAFFIRMED HIS PERSONAL COMMITMENT TO M16A1 PURCHASE AND HOPED THAT WHEN UAE DECISION FINALLY MADE ON PURCHASE THAT IT COULD BE ARRANGED THROUGH FMS CHANNEL.

4. COMMENT: WHILE KHALDI'S COMMITMENT TO AND SUPPORT FOR M16A1 APPEARS TO BE AS FIRM AS EVER, WE RECOGNIZE THAT HIS MAY NOT BE FINAL WORD ON SUBJECT. HOWEVER, I CONSIDER THAT COLT REP ROY HAS MADE A MISTAKE IN ABANDONING EARLIER COLT-TOAUAE DF APPROACH FOR WHAT COULD PROVE TO BE MORE DEVIOUS AND EVEN POSSIBLY UNPRODUCTIVE RELATIONSHIP WITH BIN DESMAL AND SHAIKH HAMDAN. BETTER, IN YOUR OPINION, WOULD BE STRAIGHTFORWARD COLT APPROACH TO SHAIKH MUHAMMAD BIN RASHID, MINDEF AND SON OF RULER OF DUBAI WHOSE APPARENT RELUCTANCE TO GIVE UP STILL RELATIVELY NEW BELGIAN FN RIFLES USED BY DUBAI UNITS IN UAE DF SEEMS TO BE AT LEAST ONE OF OBSTACLES STANDING IN WAY OF UAE DF DECISION TO SWITCH OVER TO M16A1. ROY TOLD DCM THAT HE HAD DISCUSSED M16A1 WITH MUHAMMAD ON A PREVIOUS VISIT, THAT MINISTER INDICATED HE UNFAMILIAR WITH RIFLE, AND WOULD WELCOME RECEIVING SAMPLE FOR HIS OWN TESTING. ROY NOW PLANS TO TAKE NO INITIATIVE TO FOLLOW UP THIS CONTACT WITH MUHAMMAD IN VIEW HIS HOPES THAT MEETING  
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WITH SHAIKH HAMDAN AND PALACE SECURITY OFFICIALS THIS WEEK WILL LEAD TO BREAKTHROUGH IN COLT SALES EFFORT.

5. BELIEVE COLT REP'S ACTION HAS COMPLICATED THIS ALREADY LONG DRAWN OUT SALES EFFORT. WHILE IT MAY NOT UNDERMINE PROSPECTS FOR SALE OF M16A1 TO UAE DF, INTRODUCTION OF AGENTS INTO SALES PICTURE BRINGS IN DIVERSIONARY AND UNPRODUCTIVE ELEMENT. IT MAY STRENGTHEN PREFERENCE OF UAE DF TO GO VIA FMS ROUTE, IF M16A1 IS ULTIMATE DECISION, ALTHOUGH WE CANNOT PREDICT WITH COMPLETE CONFIDENCE THAT GENERAL KHALDI'S VIEWS WILL PREVAIL.  
DICKMAN

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## Message Attributes

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**Channel Indicators:** n/a  
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**Disposition Approved on Date:**  
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**Disposition Date:** 22 May 2009  
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**Review Markings:**  
Margaret P. Grafeld  
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